

Retailing terms cont'd

CO-OP MONEY — CO-OP is an abbreviation for co-operative money. What the vendor contributes toward helping retailers promote his goods.

CREDIT HISTORY — A record of the customer's account indicating home address, employer, account activity, credit limit, delinquencies (past or present), and other miscellaneous credit data.

CUSTOM HOUSE — A government office, often at a seaport, for collecting customs, clearing vessels, etc.

CUSTOMS — Duties imposed by law on imported, or less commonly, exported goods; the government department that collects these duties.

DATING — The "deadline" for paying for the goods. Purpose is to allow a reasonable grace period of time for store to sell merchandise.

DEMONSTRATOR — A salesperson who devotes all of his or her selling time to a given manufacturer's product.

DEMURRAGE — The detention of a freight car or vessel beyond the time allowed for loading or unloading, and the subsequent charges made for such detention.

DEPARTMENT MANAGER AND/OR BUYER — Line management. Merchandiser (both buying and selling). Analyzes demand, maintains balanced stocks; keeps eye on competition, watches market trends and developments.

DIRECT SHIPMENT — Merchandise purchases which are designated with quantities of each item to be shipped direct to each branch store.

DISCOUNT — (see "cash discount" or "trade discount").

DISPATCHER — The person or agent responsible for promptly routing and sending merchandise to its destination.

DISTRESS MERCHANDISE — Merchandise which, for any reason, must be sold at a sacrifice at either the wholesale or retail level.

DIVISIONAL MERCHANDISE MANAGER (D.M.) — An executive charged with the responsibility of merchandising and operating a group of related departments.

D.O.I. TERMS — (Date of Invoice). The dating of the invoice based upon the invoice date.

DOMESTICS — The name originally applied to the yard goods from which sheets, pillow cases, towels, etc., were cut. Now broadly encompasses finished products in this classification.

DROP SHIP — (See "direct shipment")

DUN NOTICE — A follow-up reminder mailed to a charge customer to call attention to a past due condition on the account. Such notices are prepared by the collection department to stimulate payment from the customer. (also "Dunning notice").

DUNS NUMBER — A standard numbering system used to identify a firm. The number is issued by Dun & Bradstreet. It is in a nine position, mod ten checkable, number and has a standard print format of 99-999-9999.

DUTY — A specific or ad valorem levy imposed by law on the import or export of goods.

E. O. M. TERMS — (End of month). A term indicating dating of the invoice is based upon the end of the current month.

END SIZES — The extreme sizes of an assortment, smallest and largest, which the store seldom carries in depth.

EXCHANGE DESK — A station on the selling floor for the purpose of servicing exchanges or refunds.

EXCISE TAX — An inland tax or duty on certain commodities levied on their manufacture, sale, or consumption within the country.

FASHION MERCHANDISE — Types of merchandise which have a short effective selling life or which is highly sensitive to the influence of fad.

In Memoriam

Blanche Anderson, on March 7, from K east 7321, Bradenton, FL. She lived in Bradenton.

Severly Blanton, on October 23, from K east 7264, Vandalia, WA. She lived in Naples Lake, ID.

Robert Bryan, on January 10, from Kruege 14, Wheaton, MD. He lived in Wheaton.

Josephine Callow, on February 7, from Kruege 367, (closed). She lived in Wrenna, ME.

Rebecca Jean Canny, on February 6, from K east 3159, Bates Range, LA. She lived in Tusculum, TN.

Ardie M. Cramer, on March 3, from Kruege 43, (closed). He lived in Beckman, MA.

Edward S. Cramer, on March 16, from Kruege 346, Dorset, ME. He lived in Dorset.

Marl Combs, on March 7, from Kruege 20, New Haven CT. She lived in Haddam.

Allan Davis, on March 15, from Kruege 71, Des Moines, IA. He lived in Des Moines.

Joan Decker, on February 17, from K east 4517, Independence, MO. She lived in Independence.

Doris DeLallo, on April 9, from Kruege 789, Tustin CA. She lived in Tustin.

Frances DeLeon, on March 14, from K east 4461, Springfield, IL. She lived in Springfield.

Robert Fenn, on April 1, from K east 4365, Toledo, OH. She lived in Toledo.

A. D. Gelpen, on March 19, from K east 4463, Pueblo, CO. He lived in Pueblo.

David Giesler, on March 2, from K east 9136, Grand Haven, MI. He lived in Farmington.

Amy Gohsen, on April 15, from Kruege 137, Newport, KY. She lived in Dayton.

Olle B. Gustaf, on April 9, from Kruege 276, Syracuse, NY. She lived in Solvay.

Andrew B. Harvey, on February 26, K east 4218, Adams, GA. He lived in Adams.

Harold R. Hunt, on March 8, from K east 9634, Selma, FL. She lived in Lake Placid.

Lucille Hunt, on February 23, from Kruege 238, Columbus, OH. (closed). She lived in Meyersville.

Virginia Hulstine, on March 14, from K east 7079, St. Augustine, FL. She lived in St. Augustine.

Alfreda Isaac, on March 12, from K east 4651, Kaysville, UT. She lived in Kaysville.

Donald Jackson, on April 3, from K east 3608, Doherty Beach, FL. He lived in Boca Raton.

Kathleen Johnson, on February 5, from Kruege 174, Chicago, IL. (closed). She lived in Lakeview.

William Kay, on March 6, from K east 4333, Anderson, SC. He lived in Huxford, GA.

Lillian Mae Kikland, on March 27, from K east 4494, Savannah, GA. She lived in Savannah.

Allen P. Kistner, on March 9, from K east 4254, Dan Platen, IL. She lived in Elk Grove Village.

Earl Langworthy, on March 12, from CBH, Plymouth, ME. He lived in Dalton, FL.

Harold Lewis, on April 5, from K east 4268, Palmdale, IL. He lived in Wisconsin.

Ellie Layman, on April 3, from Kruege 429, Saginaw, MI. She lived in Saginaw.

Sylvia Mann, on April 19, from K east 3839, Fort Mitchell, KY. She lived in Fort Mitchell.

Rosemary Mathis, on March 28, from Kruege 8, Chicago, IL. (closed). He lived in Chicago.

Andrea Medford, on April 10, from K east 4859, San Angelo, TX. She lived in Fredericksburg.

Dorothy O. Miller, on February 27, from K east 3238, Sandy, UT. He lived in Sandy.

Shirley Morton, on November 27, '61, from Kruege 4296, Hingham, NY. She lived in Hingham.

Mary Myatt, on March 30, from K east 9851, Birmingham, IL. She lived in Birmingham.

Mary McWhirter, on March 29, from Kruege 120, Southfield, MI. She lived in Flint.

Lyle Pothier, on March 29, from K east 4418, Mauborgue, MI. He lived in Mauborgue.

Rebecca Potts, on March 8, from Kruege 461, St. Louis, MO. She lived in St. Louis.

Virginia Phillips, on February 23, from K east 3468, North Riverside, IL. She lived in Crown.

Novella Radden, on March, from Kruege 411, Cleveland, OH. She lived in Cleveland.

Martha Robinson, on March 23, from Kruege 3812, (closed). He lived in Brown, WA.

L. C. Ross, on March 31, from K east 4689, Pensacola, FL. Lived in Destinville, AR.

Rene C. Sargent, on March 1, from Kruege 84, Washington, D.C. She lived in Arlington, VA.

Lucille Sauer, on March, from Kruege 4981, Sumner, IL. She lived in Sumner.

Gladys Spradon, on March 21, from Kruege 287, Canton, OH. She lived in Fort Ridge, FL.

Theodore C. Solomon, on February 11, from Kruege 61, Chatham, OH. He lived in San City, AZ.

Blanche Stein, on March 25, from K east 4363, Pittsburgh, PA. She lived in Cleveland.

Theresa Sullivan, on March 7, from Kruege 164, Council Bluffs, IA. She lived in W. Council Bluffs.

Thomas P. Wilson, on March 25, from K east 9851, Pasadena, AR. She lived in Magnolia.

William D. Andrew, on May 11, from K east 7032, Cummins, MS. He lived in Peaching.

Kenneth Barr, on April 20, from K east 4264, Pasadena, AR. She lived in Merced.

Mary C. Barlett, on March 11, from Kruege 532, Boston, MA. She lived in Brookline.

Irma Barshart, on April 26, from K east 9634, Sebring, FL. She lived in Sebring.

Rebecca Barry, on May 7, from K east 7146, Marietta, GA. She lived in Marietta.

Margie C. Boudin, on April 28, from Kruege 362, Des Moines, MO. (closed). She lived in Waverly, TN.

William Blanton, on April 21, from K east 4264, Pasadena, AR. She lived in Los Angeles.

Arthur W. Brumby, on March 27, from K east 4461, Flint, MI. He lived in St. Helen.

Lucretia A. Beukle, on April 8, from K east 4194, Wyoming, OH. She lived in Cleveland.

William Bull, on April 20, from K east 4851, San Chino, WI. She lived in San Chino.

Rosemary M. Brucking, on April 10, from Kruege 799, Tucson, AZ. She lived in Henderson City.

Alma V. Dasher, on May 8, from Kruege 2, Fort Huen, MI. She lived in Fort Huen.

Blaine Dillman, on April 24, from Kruege 415, Harrisburg, PA. She lived in Camp Hill.

Richard Dismann, on April 23, from K east 3692, St. Petersburg, FL. She lived in St. Petersburg.

John Dinslip, on April 9, from K east 7164, Lockport, NY. She lived in Lockport.

Odell L. Dorn, on April 7, from K east 3198, St. Albans, VT. He lived in Colchester.

Wilma Erickson, on April 8, from Kruege 161, (closed). She lived in Ishpeming, MI.

Thelma E. Fells, on April 24, from K east 4699, Mt. Morris, MI. She lived in Clinton.

Evelyn Farrer, on March 18, from Kruege 285, Quincy, MA. She lived in Quincy.

Archie Flowers, on May 11, from K east 4361, San Bernardino, CA. She lived in Bakersfield.

Homer B. Fords, on May 9, from FWDC, Fort Wayne, IN. He lived in Kankakee.

Pedra M. Gurdal, on May 1, from Kruege 4440, Kewanee, IL. She lived in Kewanee.

Margaret Gundy, on April 11, from K east 3277, Boston, MA. She lived in Flint.

Mildred Grant, on May 19, from Kruege 8, Columbus, OH. She lived in Columbus.

William S. Harrington, on April 23, from KIH, Troy, MI. He lived in Bloomfield Hills.

James W. Hession, on April 9, from FWDC, Fort Wayne, IN. He lived in New Port Richey, FL.

David Heisley, on March 6, from K east 7296, El Lingsen, OH. He lived in East Liverpool.

Dorothy Hollman, on April 9, from Kruege 28, Cleveland, OH. She lived in Cleveland Heights.

Flora Higgins, on April 15, from K east 4264, Warren, ME. She lived in Hager Woods.

Paula Joseph, on February 23, from K east 9461, Davisville, KY. She lived in Stanford.

Allice Kink, on April 30, from Kruege 6, Bay City, MI. She lived in Piquette.

John M. King, on March 30, from K east 4618, Pittsburgh, PA. She lived in Pittsburgh.

Ronald J. Kolmar, on April 19, from K east 4338, Orem, CA. He lived in Orem.

Alvin M. Lorkin, on April 9, from Kruege 162, Mansfield, OH. (closed). She lived in Mansfield.

Elizabeth Livoti, on April 25, from K east 4187, Denver, CO. She lived in Denver.

Alvin M. Lorkin, on March 27, from Kruege 483, Wrenna, ME. He lived in Wrenna.

Joseph Lyons, on April 30, from K east 3364, Meosic, PA. He lived in Meosic.

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